

# CURRICULUM VITAE

## **SATYENDRA DEY**

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### **CAREER OBJECTIVE:**

To work in an organization that appreciates innovativeness, demands analytical. Provide a challenging and performance driven environment and a wide spectrum of experience to grow and excel in my career. My aim to create meaningful contribution to the organization through my skill and abilities and to continuously improve on my professional knowledge and skill.

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### **PROFESSIONAL SYNOPSIS**

- *Energetic Ambitious and Innovative Professional with Excellent Relationship & Marketing skills.*
  - *Achievement oriented, cohesive team member, quick learner, and a dynamic team player. Analytical with strong leadership and inter personal skills.*
  - *I wish to initiate assignments in Sale & Marketing, Business Development, and Product Management with Dynamic Growth - Oriented Companies of repute.*
  - *I am looking for a position at an innovative company with a good leading brand.*
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### **EMPLOYMENT SCAN:**

- **Company – Solve.**  
**Designation – City Manager Supply.**  
**Location - West Bengal.**  
**Duration – 25.09.2023 – Till now.**

As City Manager Supply for this company, my responsibilities include:

- Onboard new vendors as sellers for eCommerce platform.
- Sourcing products like mobile for online portal and B2B offline partners.
- Managing sales flow for demand and supply through offline retailers onboarding.
- Relationship Management for RTS, RTO, RVP and services.
- Responsible for refund and payments.
- Competitor's Analysis and feedback.

- **Company – HX Kart.**  
**Designation – Category Account Manager.**  
**Location - West Bengal, Assam.**  
**Duration - 01.09.2022 – 15.09.2023.**

As Category Account Manager for this company, my responsibilities include:

- Sourcing products like mobile for online portal and B2B offline partners.
- Managing sales flow through offline retailers onboarding.
- Relationship Management of sellout products and services.
- Responsible for returns, refund and payments.
- Competitor's Analysis and feedback.

- **Company – Arzooo.com(Sterne India Pvt. Ltd.)**  
**Designation - Key Account Manager.**  
**Location - West Bengal, Assam.**  
**Duration - 18.11.2020 - 04.05.2022.**

As Key Account Manager for this company, my responsibilities include:

- Managing sales flow through online portal, retail partners and teams.
- Relationship Management for sourcing products for online portal and sellout.
- Responsible for Sell & enhancing relationship with distributors and retail onboarding.
- Competitor's Analysis and feedback.

- **Company - Shopx.in(10i Commercial Pvt. Ltd.)**  
**Designation – Assistant Manager - Category.**  
**Location - Uttar Pradesh& West Bengal.**  
**Duration - 19.12.2018 to 31.07.2020.**

As Assistant Manager - Category for this company, my responsibilities include:

- Achieve sales targets through team and online partners.
- Relationship Management for a procurement.
- Responsible for Sell & enhancing relationship with retail partners.
- Selling of products like handset mobile, large appliances, and IT products.
- Report Generation & data analysis for future business growth.

- **Company - Vivo Mobile India Pvt Ltd.**  
**Designation - Area Sales Manager.**  
**Location-Lucknow & Kanpur.**  
**Duration-07.04.2017 to 15.12.2018.**

As Area Sales Manager for this company, my responsibilities include:

- Meet sales targets through team and modern trade partners.
- Relationship Management for primary secondary sellout.
- Responsible for Sell & enhancing relationship with retailers.
- Customer service to ensure customers issues.
- Selling of products like handset mobile.
- Report Generation & DSR maintain through team.
- Generate business and cross sell all products and services of the distributors.

- **Company - Oppo Mobile India Pvt Ltd.**  
**Designation - Area Sales Manager.**  
**Location-Lucknow (Faizabad, Barabanki,Raibareli, Hardoi, Sitapur, Lakhimpur, Shahjanpur).Duration - 01.04.2016 to 01.04.2017.**

As Area Sales Manager for this company, my responsibilities include:

- Achieve sales targets through team and partners.
- Responsible for Sell & enhancing relationship with distributors.

- Customer service to ensure customers issues
- Selling of products like handset mobile.
- Deepening of existing and new retailer relationships
- Generate business and cross sell all products and services of the distributors.

➤ **Company - K Touch Mobile (Jaina Mobile Ltd).**

**Designation -Area Sales Executive.**

**Location- Lucknow (Faizabad,Barabanki,Sitapur,Lakhimpur).**

**Duration - 16.07.2014 to 10.12.2015.**

**Responsibilities**

- Responsible for secondary, sellout and WOD.
- Responsible for Sell & enhancing relationship with retailers and promoters.
- Selling of products like handset mobile and accessories.
- Deepening of existing and new retailer acquisition.
- Report Generation & DSR.
- Competitor's Analysis and feedback.

➤ **Company - Best IT world (India) Pvt Ltd (I ball mobile division)**

**Designation - Sales supervisor.**

**Location- Lucknow.**

**Duration - 07.09.2011-05.01.2013.**

**Responsibilities**

- Relationship Management for a secondary.
- Responsible for Sell & enhancing relationship with distributors
- Selling of products like handset mobile and IT products.
- Generate business and cross sell all products and services of the distributors.

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**SKILLS:**

- ✓ Ability to plan, formulate & implement strategies in Sales, Training & Distribution Channel, Corporate planning & budgeting. Excellent co-ordination, relationship management & communication skills.
- ✓ Strong Analytical & problem-solving skills, multi tasked and adaptive to diverse situations.
- ✓ An Out-Of -The-Box thinker with a flair for direct& alternate marketing strategies, launching new schemes, establishing, and building up of new team and channels contributing towards enhancing market penetration,business volumes & growth.
- ✓ **I bring along with me 9+ yrs of exp. in Sales & Team Management enriched with extensive self-development through Trainings & Channel Management.**

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**PROFESSIONAL QUALIFICATION:**

**2007-2009** Post Graduate as MBA in HR / MARKETING MANAGEMENT GBTU Lucknow.

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**SCHOLASTICS:**

**2003-2006** Graduate as BA from VBSP University JAUNPUR UP.  
**2003** Completed Intermediate from S.S.U. Board.  
**2000** Completed High School from S.S.U. Board.

### **STRENGTHS**

- ✓ Good Communication Skill and leadership quality.
  - ✓ Smart, Dynamic & Challenging to Play A Positive Role In a Challenging Environment.
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**HOBBIES:** *Hiking, Long Drive, Explore new places.*

### **PERSONAL DOSSIER:**

- **Date of Birth:** 25th July 1988.
- **Fathers Name:** Late J.K. Shastri.
- **Gender:** Male.
- **Marital Status:** Married.
- **Languages Known:** English, Hindi and Bengali.
- **Address:** A1 Phinomel Height, Ramchandrapur Narendrapur, Kolkata (West Bengal) -700103.

**Declaration** - I hereby declare that all the Information Furnished Above are true to the best of my Knowledge.

***Date:***

***Place:***

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***(SATYENDRA DEY)***